

Message Text

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PAGE 01 CARACA 04189 061324Z
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E.O. 11652: NA
TAGS: BBSR VE
SUBJECT: MARKET RESEARCH -PETROLEUM AND NATURAL GAS EXPLORATION,
PRODUCTION AND DISTRIBUTION EQUIPMENT -VENEZUELA.

REF: (A) CARACAS 3671 (B) A-44 4/25/78 (C) A-41 4/25/78

1. THE EMBASSY HAS REVIEWS AND EVALUTATED THE SUBJECT REPORTS
REACHING THE FOLLOWING CONCLUSIONS:

A) REPORT IS VERY COMPLETE AND THOROUGH, PROVIDING AN ACCURATE AND
AMPLE DESCRIPTION OF THE INDUSTRY'S PLANS AND PROJECTS.

B) WHILE THE REPORTS MAY APPEAR LESS DETAILED THAN REPORTS PREPARED
ON OTHER SECTORS WE KNOW FROM OUR OWN EXPERIENCE IN PREPARING
THE PETROLEUM REFINING SURVEY THAT IT IS VERY DIFFICULT, IF
NOT IMPOSSIBLE, TO OBTAIN FURTHER DETAILS CONCERNING SPECIFIC
IMPORTS AND PURCHASES MADE BY THE OIL COMPANIES. GENERAL STATISTICS
ARE ABSOLUTELY USELESS FOR THIS PURPOSE AND, BECAUSE THERE WAS
MINIMAL INVESTMENT PRIOR TO NATIONALIZATION, DATA FOR YEARS PRIOR TO
1976 IS MEANINGLESS. THE RATINGS FOR EXPECTED DEMAND FOR U.S.
PRODUCTS COVERED 83 PRODUCTS, AS REQUESTED IN THE SPECIFICATIONS.

C) THE LIST OF MAJOR CONTRACTORS AND EQUIPMENT BRANDS BEING USED BY
THE OIL INDUSTRY IS VERY COMPLETE, AS WELL AS THE INFORMATION CONC-
ERNING LOCAL PRODUCTIONS.

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D) AS THIS REPORT DOES NOT INCLUDE A LIST OF
NAMES AND ADDRESSES FORPETROLEOS DE VENEZUELA AND ITS SUBSIDIARIES,
APPENDIX A OF THE PETROLEUM REFINING STUDY CAN BE USED FOR THIS
PURPOSE (SEE REF B) ALSO, THE DEPARTMENT MAY FIND REF C,
"GUIDELINES FOR OIL SERVICE COMPANIES IN VENEZUELA", USEFUL
IN CONNECTION WITH BOTH OF THESE STUDIES.

2. CONCLUSION: THE EMBASSY IS SATISFIED WITH THOMAS P. RONAI REPORT AND ESTIMATES THAT IT SHOULD BE USEFUL FOR EXHIBITION AND SEMINAR RECRUITMENT PURPOSES.

3. ADDITIONAL COMMENTS ON THE SUBJECT REPORT AND THE REFINERY STUADY ARE CONTAINED IN CARACAS 4188.

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